

THE HASHEMITE KINGDOM OF JORDAN-MINISTRY OF EDUCATION
 GENERAL ENGLISH

الدورة الشتوية / المستوى الرابع

DATE: Saturday 21st of January 2018

TIME: 1 HOUR AND A HALF

ملحوظات: (1) أحب عن جميع أسئلة هذه الورقة. (2) للمتقدمين لجميع الفروع الأكاديمية والمهنية. (3) عدد صفحات هذا الامتحان (4) صفحات و عدد الأسئلة (5).

Read the following text carefully, then in your ANSWER BOOKLET answer all the questions that follow. Your answer should be based on the text.

Don't come away from a sales pitch wishing you had been better prepared. It is essential to know everything about your product. (1) Do you know when it was developed, and where it is produced? You also need to know who the target market is – for example, the age group or income of the people who might buy it. Not only that, you should know all about the competition – that is, similar products on the market. (2) Why is your product superior to others and why does it have better value? In addition, you should know exactly which people you are speaking to, and what their needs are. For example, if they represent a middle-class department store in a humble neighbourhood, be ready to explain why your particular product would suit customers who do not have lots of money. (3) What makes your product perfect for them? Most of all, you need to believe in what you're selling, and the best way to do that is to use it!

Plan your presentation carefully, not just what you will say, but how you will say it. (4) Will you read it word by word, use notes or memorise it? Whatever you decide, it is always a good idea to have a list of your main points, in case something interrupts you, or you simply freeze with nerves (it happens!). Then practise it, if possible in front of colleagues. Make changes and practise it again.

Keep your presentation short and simple. Start with some friendly comments. (5) For example, thank your hosts for allowing you to speak to them, and compliment their company. Remember to speak slowly and clearly. It is important to appear confident (even if you're nervous!). While you're speaking, don't keep your head down. (6) Instead, look round the room and make eye contact with your audience. Smile! When you've finished speaking, invite questions. If you don't know the answers, don't pretend! Thank the questioner and promise to find out the answer (and do it!). Finally, have a summary of your presentation ready to hand out at the end of the session. I wish I had known all this when I started out in business! Good luck!

Question Number One (20 points)

A.

- 1 According to the text, there are several matters should be researched before making a sailing pitch. Mention two of them.
- 2 Quote the sentence which indicates that using what you sell is the best way to believe in what you sell.
- 3 The writer says "It is always a good idea to have a list of your main point" Is he justified? Explain your answer
- 4 The writer mentioned some tips for effective presentation. What are they?
- 5 Find a word in the text which means ' a presentation made by someone who is trying to sell a product'.
- 6 What does the underlined pronoun 'their'?
- 7 Give two examples of friendly comments.

B. Literature spot:

Read the following lines from A Green Cornfield, then answer the questions that follow:

اقرأ الأسطر التالية من " حفل ذرة أخضر " (القبرة) ثم أجب عن الأسئلة التي تلي

A stage below, in gay accord,
White butterflies danced on the wing,
And still the singing skylark soared,
And silent sank and soared to sing.

1. When does the skylark stop singing?
2. Find an example of alliteration.
3. What does the phrase "in gay accord" mean?

Question Number Two (15 point)

A. Choose the suitable item from those given in the box to complete each of the following sentences. There are more words than you need. Write down the answer in your ANSWER BOOKLET. (8 points)

اختر الكلمة المناسبة وضعها في الفراغ المناسب، هناك كلمات أكثر مما تحتاج إليه.
valuable, seminar, diet, references, interpret

1. The Ministry of education held a..... last week to discuss the new regulations for Tawjihi Exams.
2. It is essential for you to have an adequate amount of vitamins and minerals in your
3. Most employers need to be given at least two from your previous job.
4. Because my boss doesn't speak English, I have to.....for him what English speaking customers say.

B. Study the following sentence and answer the question that follows. Write the answer down in your ANSWER BOOKLET. (3 points)

ادرس الجملة التالية ثم أجب عن السؤال الذي يليها. أكتب الجواب في دفتر الإجابة.

1. A businessman or a businesswoman should be flexible in his or her work.
Replace the underlined word with the correct gender-neutral words.
استبدل الكلمة التي تحتها خط بكلمات تحيد الجنس.
2. A fireman puts out fire.
Replace the underlined word with the correct gender-neutral words.
استبدل الكلمة التي تحتها خط بكلمات تحيد الجنس.

C. Complete the following sentences with the suitable words derived from the words in brackets and write the answers down in your ANSWER BOOKLET. (4 points)

أكمل الجمل التالية باستعمال الاشتقاق الصحيح للكلمة التي بين الأقواس.

1. Most employers will ask you to list a.....or two when you apply for a job. (refer)
2. If you like your job, you will find it..... regardless of your income. (reward)
3. Marwa..... installed the anti-virus program on her computer. (succeed)
4. Proficiency Exam for university graduates aims to measure theachievement of students. (academy)

Question Number Three (12 point)

A. Correct the verb between brackets. صحح الفعل بين الأقواس

1. Unless Majed..... a partner, he won't be able to go on with that project. (find)
2. My Facebook account.....last week and fake messages were sent to my friends. (steal)
3. Nawal was taken back to hospital. If only she..... her medicine after the operation. (take)
4. Salem will be fired from his job if he..... job well. (not, do)

B. Complete each of the following items so that the new item has a similar meaning to the one before it, and write it down in your ANSWER BOOKLET.

أكمل الجمل التالية بحيث تكون الجملة بنفس معنى التي قبلها، واكتبها في دفتر الإجابة.

1. People think that the government has prepared a plan to solve unemployment.
The government.....
2. Does the company offer health insurance?
Do you know.....?
3. I regret that those poor children don't go to school
I wish
4. I regret that I don't have my camera with me now.
If only.....

Question Number Four (8 point)

A. Read the following situations and complete the sentences using the word in brackets. Write the answer down in your ANSWER BOOKLET.

اقرأ المواقف التالية وأكمل الجمل باستخدام حمل الشرط من النوع الثالث، واستعمل الكلمات التي بين الأقواس.

1. We didn't swim in the sea because there were many sharks. (might)
.....
2. I didn't have courage, so I didn't jump. (could)
.....
3. I was able to succeed because my parents encouraged me. (couldn't)
.....

B. Complete each of the following sentences by adding the correct question tag to the end of each of them. Write the answers down in your ANSWER BOOKLET

أكمل الجمل التالية بإضافة السؤال الذلي الصحيح في نهاية كل جملة.

1. Many people of that village left their lands,.....?
2. The center of the earth is very hot,.....?
3. Don't ever come in without knocking on the door,.....?

C. Study the following sentences and answer the question that follows.

ادرس الجمل التالية ثم أجب عن السؤال الذي يلي:

Ali broke the glass, but his mother didn't notice. He got it away with.

Rewrite the following sentences correctly.

.....

Question Number Five (15 points)

EDITING 4) التحرير (4 points)

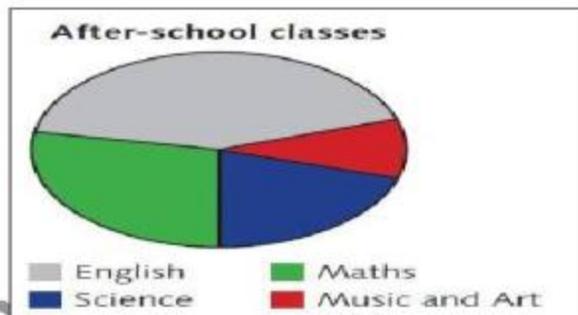
A. Imagine you are an editor in the Jordan Times. You are asked to edit the following lines that have four mistakes. (one grammar mistake, one punctuation mistake and two spelling mistakes). Find out these four mistakes and correct them. Write the correct answer down in your ANSWER BOOKLET.

تخيل بأنك محرر في جريدة الجوردان تايمز. طلب منك أن تحرر الأسطر التالية والتي تحتوي على أربعة أخطاء (خطأ واحد قواعد، وخطأ في علامات الترقيم وخطأين في الإملاء). (جد الأخطاء الأربعة وصححها. اكتب لإجابات الصحيحة في دفتر الإجابة.

In Finland, however, students are usually given less as half an hour of homework per night, and they attend school for fewer and shorter days than 85% of other developed nations. Despite this, they achieve top marks in subjects like Maths and Science. In addition, most students also speak at least two, and often three, languages fluently.

B- GUIDED WRITING:(4 points)

Read the information in the table below, and write two sentences comparing and contrasting after school classes.



C. FREE WRITING (7 points) الإنشاء الحر

In your ANSWER BOOKLET, write a composition of about 120 words on ONE of the following:

اكتب موضوع إنشائي تقريبا 120 كلمة في أحد الموضوعين التاليين

1. Imagine that you have just joined a space school. Write an email to your friend telling him or her what it is like to study there. Write about 80 words
2. Write a blog post for your school's website. Describe life in a Jordanian secondary school so that they will know what to expect. Write about 200 words.
3. Write a persuasive letter to convince students at your school to study a subject of your choice at university. Write between 100 and 120 words

Question Number One

A

1. to know everything about **your** product./ to know who the target market
2. Most of all, **you** need to believe in what **you're** selling, and the best way to do **that** is to use **it!**
3. in case something interrupts **you**, or **you** simply freeze with nerves
4. changes and practise **it** again
5. sales pitch
6. people
7. **look round the room and make eye contact**

B. Literature spot:

1. When it flies lower (And silent sank)
2. And still the singing skylark soared; silent sank and soared to sing
3. (in gay accord)= in happy agreement, in harmony

Question Number Two

A 1. seminar 2. diet 3. references 4. interpret

B 1. A **business person** should be flexible in **their** work. 2. A **firefighter** puts out fire.

C 1. Reference 2. Rewarding 3. Successfully 4. academic

Question Number Three (12 point)

A 1. finds 2. was stolen 3. had taken 4. doesn't do

B

1. The government is thought to have prepared a plan to solve unemployment.
2. Do you know if the company offers health insurance?
3. I wish those poor children went to school.
4. If only I had my camera with me now.

Question Number Four

A

1. If there hadn't been many sharks, we might have swum in the sea.
2. If I had had courage, I could have jumped.
3. If my parents hadn't encouraged me, I couldn't have been able to succeed.

B 1. didn't they? 2. isn't it? 3. will you?

C got away with it.

الأفعال المركبة التي تتكون من 3 كلمات مثل يمكن فصلها بالمفعول به (got away with)

Question Number Five

A 1. Finland 2. less than 3. developed 4. fluently

B This diagram shows after school classes There are **not as many** students studying Science as Maths. It also shows that Maths is **more** popular than Science, but **less** popular **than** English and students don't like doing Music and Art **as much as** they like doing Maths.

C